

HUNAIN NASIR

AI Automation Practitioner • GoHighLevel CRM Enthusiast • Author

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PROFESSIONAL SUMMARY

AI Automation Practitioner with hands-on experience building production-ready automation systems for clients across the US, UK, and beyond. Expert in GoHighLevel CRM, AI-powered calling agents, lead scraping, and end-to-end workflow automation using n8n, Make.com, and Zapier. Delivered automation projects spanning HVAC, real estate, e-commerce, and professional services. Additionally the author of "AI Kidpreneurs" — an educational book teaching children entrepreneurship through AI concepts. Currently pursuing BS Software Engineering at Bahria University, Karachi.

WORK EXPERIENCE

AI Automation Practitioner | *Premier Marketing — USA*

- Design and implement end-to-end GoHighLevel CRM automation pipelines for US-based clients across HVAC, real estate, and professional services verticals.
- Build AI-powered outbound calling agents integrated with CRM platforms for automated lead qualification, appointment booking, and real-time data capture.
- Develop lead generation and scraping systems — including Chrome extensions targeting Reddit and LinkedIn — to feed client sales pipelines with qualified prospects.
- Create and manage email drip campaigns, SMS follow-up sequences, and Facebook Lead Ad automations that reduce manual workload and improve conversion rates.
- Deliver white-label GHL sub-account setups, custom snapshots, and SaaS mode configurations for agency clients scaling their service offerings.
- Consult clients on workflow architecture, automation strategy, and tool stack selection to maximize ROI on automation investment.

AI Automation Practitioner | *Freelance / Self-Employed*

- Delivered standalone automation projects for international clients on Upwork and direct referral — including CRM setups, voice AI agents, and Slack integrations.
- Built full HVAC lead pre-qualification automation: Facebook Lead capture → SMS → conditional YES/NO routing → GHL pipeline stage updates → team notifications.
- Developed e-commerce automation suites for Shopify brands covering order management, customer notifications, inventory alerts, and abandoned cart recovery.
- Created payment-gated kill switch systems and GHL backup solutions to protect deliverables and automate client access management.

AI Automation Trainee | *AI Automation Training Program*

3 Months

- Completed intensive practical training in AI automation system design and production-ready pipeline development.
 - Worked hands-on with n8n, Make.com, Zapier, Voiceflow, GHL, and AI APIs on real-world client project simulations.
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PUBLICATIONS & AUTHORED WORK

AI Kidpreneurs — Children's Educational Book — *Author & Creator*

- Authored a 221-page educational book and workbook bundle designed to teach children (ages 8–14) the fundamentals of entrepreneurship through AI concepts and interactive activities.
- The bundle includes a main eBook, activity workbook, and an accompanying AI chatbot — giving young readers a hands-on, tech-enabled learning experience.
- Covers topics including ideation, problem-solving, building simple AI tools, and launching a kids-level business — all written in age-appropriate, engaging language.
- Published and sold as a digital product on Etsy under the futursprout.com brand; marketed to parents, educators, and homeschool communities.

- Developed a full go-to-market strategy including Etsy SEO, pricing tiers, and off-platform traffic plan targeting the edtech and kids entrepreneurship niche.

KEY PROJECTS DELIVERED

AI-Powered Outbound Calling Agent System — Vapi / Retell AI • GHL • n8n

- Built voice AI agents handling automated outbound calls, live lead qualification, appointment booking, and real-time CRM updates post-call.
- Integrated with GoHighLevel pipelines for triggered follow-up workflows, contact record updates, and sales stage transitions.

Lead Scraping & Prospecting Chrome Extension — JavaScript • Manifest V3 • Reddit API

- Production-grade multi-feature extension for lead prospecting across Reddit — filtering posts by niche keywords (GHL, AI automation, web dev, assignment help).
- Built with real-time scraping, lead export, and session management; used actively for agency sales and freelance client acquisition.

HVAC Lead Pre-Qualification Automation — GoHighLevel • SMS • Facebook Lead Ads

- End-to-end automation for Temper Mechanical: Lead Ad capture → SMS follow-up → YES/NO conditional routing → CRM pipeline stages → internal team notifications.
- Dramatically reduced manual follow-up effort and improved lead response time and qualification rate.

Real Estate CRM & Automation Pipeline — GoHighLevel • n8n • OCR / Document AI

- Built document intake and lead qualification automation for real estate clients — extracting data from uploaded documents via OCR and routing to appropriate CRM pipeline stages.
- Automated appointment scheduling, offer follow-ups, and deal stage transitions based on client behavior triggers.

E-commerce Automation Suite — n8n • Shopify • GHL • Email / SMS

- Full-stack automation for e-commerce brands: order processing, customer notifications, inventory alerts, and abandoned cart recovery — all cross-platform.

CRM Automation Pipelines — GoHighLevel — GoHighLevel • API Integrations

- Comprehensive GHL pipelines with lead capture, automated nurture, appointment reminders, two-way SMS, and deal stage automation — reduced admin overhead by 60%+.

Research Agent System — Blackboard Architecture — Python • LangGraph • FIPA-ACL

- Designed a 6-agent collaborative AI system (Coordinator, Search, Credibility Evaluator, Synthesizer, Citation Manager, Report Generator) for the Agent Based Computing course at Bahria University.

TECHNICAL SKILLS

CRM & Automation: GoHighLevel (GHL), n8n, Make.com, Zapier, HubSpot, ActiveCampaign

AI & Voice Tools: Vapi, Retell AI, Voiceflow, LangChain, LangGraph, CrewAI, Anthropic Claude API

Lead Gen & Scraping: Chrome Extensions (MV3), Reddit API, LinkedIn Prospecting, OCR / Document AI APIs

Marketing Automation: Email drip campaigns, SMS workflows, Facebook Lead Ads, cold outreach sequences

GHL Specialties: SaaS mode, white-label setup, custom snapshots, sub-account delivery, two-way SMS

Other Tools: Slack API, Shopify, Stripe, Google Ads, Meta Ads Manager, Calendly, Whisk AI

EDUCATION

BS Software Engineering | Bahria University, Karachi

- Relevant coursework: Agent Based Computing (SEN-330) — multi-agent systems, orchestration frameworks, Swarms, LangGraph, CrewAI, FIPA-ACL.

Cadet College Graduate | Pataro Cadet College

LANGUAGES

English (Professional) • Urdu (Native)